

Message Text

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15
ACTION AF-08

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----- 028963

R 271454Z AUG 76
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4140

UNCLAS ACCRA 6373

E.O. 11652: N/A
TAGS: BEXP GH
SUBJ: WTDR/FTI - UAC OF GHANA LTD.

REF: USDOC 12204

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: 0010300

4. UAC OF GHANA LTD.

4B. CODE : A

5. P.O. BOX 47; SWANMILL, LIBERTY AVE.

6. ACCRA, GHANA

7. EST. 1929 8. EMPL: 12,000 9. SIZE: (18-X) VERY LARGE

10. REPUTATION: (22-X) EXCELLENT

11. IMPORTS EXTENSIVE RANGE OF MERCHANDISE WORLD-WIDE FOR
WHOLESALE/RETL DISTRIBUTION THROUGHOUT GHANA. ALSO MANUFACTURERS
UNDER LICENCE, AND HOLDS DISTRIBUTORSHIP FRANCHISES FOR MANY
EUROPEAN AND U.S. FIRMS

12. RPT DATE: 08/76

13A. 20000/0135 MFR. OF SAUSAGES, COFFEE, ICE CREAM AND BEER;
IMP DIST OF WIDE FARIETY OF FOOD ITEMS: CONFECTIONERY, SUGAR,
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CANNED FISH, MEAT AND MILK, FLOUR AND RICE.

13B. 22000/0135 MFR DIST OF PRINTED TEXTILES; IMP OF COTTON AND SYNTHETIC FABRICS, HOSIERY, RUGS.

13C. 28300/1235 AGT. IMP. DIST OF DRUGS

A13D. 28400/01235 MFR. AGT IMP DIST OF SOAPS, DETERGENTS, TOILETRIES; PAINTS, CHEMICALS AND FERTILIZERS

13E. 30111/135 IMP DIST OF TIRES AND TUBES

13F. 34000/1235 AGT IMP DIST OF TOOLS, PLUMBING FITTINGS AND FABRICATED STRUCTURAL METAL PRODUCTS

13G. 35100/12357 AGT. IMP DIST AND SERVICING OF INTERNAL COMBUSTION ENGINES: OUTBOARD MOTORS

13H. 35200/12357 AGT IMP DIST AND SERVICING OF FARM MACHY. AND IMPLEMENTS

13I. 35300/12357 AGT IMP DIST AND SERVICING OF CONSTRUCTION, MINING MACHY AND EQUIPMENT

13J. 35800/1235 AGT IMP DIST OF REFRIGERATION AND SERVICE INDUSTRY MACHY. AND EQUIPMENT

13K. 3600/0135 MFR IMP DIST OF ELECT. INDUSTRIAL AND HOUSEHOLD APPLIANCES, RADIO AND T.V. SETS, RECORDERS AND PHONOGRAPHS, ELECTRONIC COMPONENTS AND ACCESSORIES

13L. 35700/1235 AGT IMP DIST OF OFFICE, ACCOUNTING MACHINES AND SUPPLIES

13M. 37100/012357 ASSEMBLY, AGT IMP DIST OF MOTOR VEHICLES

13N. 38400/1235 AGT IMP DIST OF SURGICAL AND MEDICAL INSTRUMENTS AND APPARATUS

14. CONTACT: MR. DAVID ANDOH TITLE: CHAIRMAN

15. CABLE: UNACHAIR 16. TLEX: N/A 17. TEL: 62419
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18. FINANCIAL REFS: BARCLAYS BANK OF GHANA LTD., HIGH STREET BRANCH, P.O. BOX 69; STANDARD BANK GHANA LTD., P.O. BOX 59 ACCRA, GHANA.

19. TRADE REFS: EASTMAN KODAK CO., 343 STATE ST., TR, ROCHESTER, N.Y. 14650

20. FOREIGN FIRMS REPRESENTED: DIST OF CATERPILLAR, PEORIA, IL. 61602, FOR ENGINES, TRACTORS, EARTHMOVING EQUIPMENT; HYSTER CO., PORTLAND, OR. 97208, FOR LIFT TRUCKS AND WINCHES; BALDERSON, INC., WAMEGO, KS. 66547, FOR BULLDOZERS, BUCKETS AND PLOWS; ATHEY PRODUCTS CORP., P.O. BOX 669, RALEIGH, N.C. 27602, FOR POWER SHOVELS, EXCAVATORS. LOADERS AND SKIDDERS; FLECO CORP., 1375 W. CHURCH ST., JACKSONVILLE, FL. 32203, FOR LAND CLEARING AND LOGGING EQUIPMENT; 3M CO., ST. PAUL, MN. 55101, PHOTOCOPIERS, SUPPLIES AND ADHESIVE TAPES; BURROUGHS CORP., DETROIT, MI. 48232, FOR BUSINESS MACHINES AND SUPPLIES; GENERAL MOTORS CORP., DETROIT, MI. 48202, FOR AUTOMOBILES AND REFRIGERATORS; ROYAL TYPEWRITERS; GESTENER LTD., P.O. BOX 466, LONDON, N17 9LT. ENGLAND, FOR STENCIL AND OFFSET DUPLICATORS; LEYLAND MOTOR CO. LTD., LEYLAND, LANCASHIRE, ENGLAND, FOR BUSES AND TRUCKS; ALL ACQ. OVER 20 YEARS AGO.

21. UAC OF GHANA LTD., FORMERLY CALLED THE UNITED AFRICA CO., IS THE LARGEST EXPATRIATE FIRM IN GHANA, ENGAGES IN WIDE RANGE OF BUSINESSES FROM EXPORT/IMPORT TRADE, MANUFACTURING, SHIPPING AND ALLIED SERVICES, TO CONSTRUCTION AND ENGINEERING. WHOLLY-OWNED BY UAC INTERNATIONAL LTD. IN LONDON WHICH IS LARGEST SUBSIDIARY IN UNILEVER GROUP, SUBJECT FIRM RECENTLY OFFERED A SUBSTANTIAL PORTION OF ITS COMMON STOCK FOR SALE TO GHANAIS IN COMPLIANCE WITH NEW GOVERNMENT INVESTMENT POLICY. UAC GHANA TRADES IN ITS OWN RIGHT AND IS HOLDING COMPANY FOR OR PROVIDES MANAGEMENT TO SEVERAL SUBSIDIARIES, PARTNERSHIPS AND AFFILIATED COMPANIES. SUBSIDIARIES INCLUDE KINGSWAY STORES OF GHANA LTD., DEPARTMENT STORES AND SUPERMARKETS; A.J. SEWARD (GHANA) LTD. AND KINGSWAY CHEMISTS OF GHANA LTD., COSMETICS, TOILETRIES, DRUGS, PHARMACEUTICALS, HOSPITAL INSTRUMENTS AND APPARATUS; GHANA PAN ELECTRIC LTD., PHONOGRAPHS, RECORDERS, REFRIGERATION AND AIR CONDITIONING EQUIPMENT, HOME APPLIANCES; SWISS AFRICAN TRADING CO. LTD. (SAT), OFFICE MACHINES AND UNCLASSIFIED

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SUPPLIES, BUILDING MATERIALS. SPECIAL DIVISIONS ARE: AFRICA MOTORS, VEHICLE ASSEMBLY PLANT, LUCAS HOUSE, AND TRACTOR AND EQUIPMENT (T. AND E.) DIVISION, MOTOR VEHICLES, EARTHMOVING EQUIPMENT AND TRACTORS, AUTOMOTIVE ELECTRICAL EQUIPMENT; G.B. OLLIVANT DIV., TEXTILES, GENERAL GOODS, ESPECIALLY FISHING LINES AND NETS; ACCRA ICE CO., MEAT PRODUCTS; GHANA CONSOLIDATED MACHINERY AND TRADING CO. (GCMT), INDUSTRIAL MACHY, AND EQUIPMENT, CENTRAL AIR CONDITIONING SYSTEMS. PARTNERSHIPS AND AFFILIATED FIRMS ARE: CRODODILE MATCHETS (GHANA) LTD., AGRICULTURAL IMPLEMENTS; JUAPONG TEXTILES LTD. AND GHANA TEXTILES PRINTING CO. LTD., KUMASI BREWERY LTD. AND GUINNESS GHANA LTD., MALT BEVERAGES; LEVER BROTHERS (GHANA) LTD., SOAPS, .DETERGENTS, MARGARINE; TAYLOR WOODROW (GHANA) LTD., CONSTRUCTION FIRM. NEW ENTERPRISES PLANNED INCLUDE AN AGRICULTURAL PROJECT INVOLVING CEDIS 40 MILLION (DOLS. 34.8 MILLION) FOR OIL PALM

PLANTATION IN PARTNERSHIP WITH GHANA GOVERNMENT. UAC GHANA HAS EXCELLENT REPUTATION IN LOCAL BUSINESS COMMUNITY AND GENERALLY CONSIDERED FINANCIALLY STRONG. WE RECOMMEND IT AS SUITABLE TRADE CONTACT FOR INTERESTED U.S. FIRMS.

22. PREPARED BY; P. A. HENNISON APPROVED BY: A.L. GLAD
AT: AMERICAN EMBASSY, ACCRA.
LINEHAN

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NNN

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